

1 1. A method of procuring energy efficient end user equipment and
2 deployment of said equipment at multiple end user sites by an implementing entity, and sale
3 of energy to each of said multiple end user sites, wherein said energy comprises energy saved
4 at the end user site by said deployment, said method comprising:

- 5 (a) auditing by said implementing entity of energy using equipment at said multiple
6 end user sites, said audit identifying energy using equipment at said sites that
7 is a candidate for replacement with energy efficient equipment performing an
8 equivalent task, said replacement resulting in saved energy;
9 (b) procuring by said implementing entity of said energy efficient end user equipment
10 from a supplier of said equipment;
11 (c) deploying by said implementing entity of an energy saving replacement for least
12 one said candidate for replacement with said energy efficient equipment at no
13 cost to said end users;
14 (c) measuring by said implementing entity of said saved energy at said sites using a
15 method of measurement agreed upon by said end users and said implementing
16 agency;
17 (d) selling by said implementing entity of said saved energy to said end users at a
18 price that is less than the price of energy purchased from an energy generating
19 company.

1 2. The method according to claim 1, wherein said deployment at said
2 multiple end user sites is performed in a coordinated manner.

1 3. The method according to claim 1, wherein said procurement
2 incorporates performance specifications for energy efficiency into terms governing said
3 procurement.

1 4. The method according to claim 1, further comprising procuring a
2 service pertinent to said deployment of energy efficient equipment and sale of said saved
3 energy, wherein said service is a member selected from the group consisting of resource
4 evaluation, equipment installation, financing, engineering, risk management, metering,
5 billing, logger installation and data download, data analysis, installation inspection,
6 commissioning and combinations thereof.

1 5. The method according to claim 4, wherein said service is procured
2 separately for each equipment type.

1 6. The method according to claim 1, wherein said auditing is performed
2 by an auditor specializing in evaluating the potential energy saving for a selected type of said
3 energy saving equipment rather than a generalist energy auditor.

1 7. The method according to claim 1, wherein actual cost, rather than
2 estimated cost, of said energy saving equipment is utilized to project financial feasibility for
3 said deployment by said implementing entity.

1 8. The method according to claim 1, wherein actual energy saving, rather
2 than estimated energy saving, of said energy saving equipment is utilized to project financial
3 feasibility for said deployment by said implementing entity.

1 9. The method according to claim 3, wherein said procurement utilizes
2 actual energy saving, rather than estimated energy saving, of said energy saving equipment is
3 utilized to project financial feasibility for said deployment by said implementing entity.

1 10. The method according to claim 1, further comprising methods to
2 reduce financial risk to said implementing entity.

1 11. The method according to claim 1, wherein said procurement is
2 performed in a volume sufficient to increase profit of said sale of saved energy to a
3 preselected amount.

1 12. The method according to claim 1, wherein said procurement is
2 performed in a volume sufficient to provide said implementing entity access to modes of
3 financing said procurement, said deployment and combinations thereof that are not available
4 at procurement levels below said volume.

1 13. The method according to claim 12, wherein said mode of financing is
2 credit enhancement.

1 14. The method according to claim 13, wherein said credit enhancement
2 reduces the cost for said implementing entity of borrowing money for said procurement.

1 15. The method according to claim 12, wherein said mode of financing is
2 includes a tax-exempt, floating rate.

1 16. The method according to claim 1, wherein said implementing entity
2 receives an incentive from an energy utility company to undertake said procurement, said
3 deployment and combinations thereof.

1 17. The method according to claim 16, wherein said incentive is received
2 from more than one of said multiple end user sites.

1 18. The method according to claim 1, wherein said procurement and
2 deployment improves a member selected from the group consisting of reliability of the
3 energy using equipment, quality of the energy using equipment, public relations value of the
4 energy using equipment and combinations thereof.

1 19. The method according to claim 18, wherein the improvement is judged
2 by an objective standard set by an energy utility company.

1 20. The method according to claim 1, wherein compensation for said sale
2 of saved energy is received from said end user per unit of energy saved.

1 21. The method according to claim 1, in which more than one type of
2 energy saving equipment is acquired, thereby increasing diversity of energy saving end user
3 equipment and mitigating risk of low energy saving from one or more type of said energy
4 saving end user equipment.

1 22. The method according to claim 1, wherein risk of inadequate energy
2 saving equipment performance associated with one or more item of said energy saving end
3 user equipment is undertaken by a party other than said implementing entity or said end user.

1 23. The method according to claim 1, wherein a credit, which is a member
2 selected from environmental benefits, carbon credits, air pollution credits and combinations
3 thereof for each of said multiple end user sites are aggregated by said implementing entity.